



In This Issue:

Steven C. Preston Appointed New SBA Administrator

Business Podcasts Available for Entrepreneurs

Banks Preferred Lender Program (PLP) Enhanced

Top New Mexico SBA Lenders Loan Numbers Through June 28, 2006.

SBA to Centralize 7(a) Loan Processing and 504 Loan Liquidations/ Disaster Loan Liquidations

India Business Development Trade Mission

New Web Site for Women

Faith Based and Community Initiatives Center

SBA Seeks Small Business Nominations for Year 2007

Steven C. Preston New SBA Administrator

Steven C. Preston was sworn in on July 10, 2006, as the new Administrator of the U.S. Small Business Administration (SBA) in Washington D.C.



Administrator Preston, nominated to the position by President Bush, is a former executive with broad experience in financial management and executive leadership. He is the 22nd Administrator of the SBA since the agency's establishment in 1953. He succeeds Hector V. Barreto who took office in July, 2001.

During his confirmation hearings with Congress he stated that "I am grateful to President Bush for the opportunity to serve in a way that so directly affects the lives of so many Americans". He also emphasized the importance of sophisticated financial management, operational responsiveness and a customer service culture at the SBA. "None of this happens by accident," he said. "It requires dogged focus to move the ball forward each and every day."

Until recently, Preston was Executive Vice President of the ServiceMaster Company, a major franchising organization with thousands of small businesses in its network. He also had served as their chief financial officer. He previously had been senior vice president and treasurer of First Data Corporation, as well as an investment banker at Lehman Brothers. He is a graduate from Northwestern University and received an MBA from the University of Chicago Graduate School of Business.

PLEASE NOTE: The new main Telephone and Fax numbers for the New Mexico SBA District Office are: (505) 248-8225 (Main Office) (505) 248-8246 (Fax)

Podcasts for Business Owners

The U.S. Small Business Administration announced the availability of podcasts on a range of business topics to help entrepreneurs both start and build their businesses.

The SBA Podcasts provide an introduction to various small business topics, and will deliver business advice for new and established owners on all aspects of starting, expanding and financing a small business. The current list of podcasts includes the following subjects:

- Is Entrepreneurship for you?
- The SBA Small Business Training Network – Log On!
- Selecting a Business that fits.
- Disaster Preparedness for Business Owners.
- Financing a Small Business.

The SBA recognizes the constraints faced by budding entrepreneurs, and has made the podcasts an easy and efficient way to receive content on small business basics using audio files over the Internet. Each broadcast is about ten minutes long. It features interviews with experts from SBA and its Resource Partners. This includes SCORE, the Small Business Development Centers (SBDC) and the Women's Business Centers as well as industry experts from around the country.

To get to the SBA podcast library, go online to www.sba.gov/podcast. Podcast files can be listened to on a computer or downloaded to an MP3 player. Future podcasts are scheduled to include :

- Checklist for Starting a Business.
- Legal Forms of Ownership
- Business Planning – the Basics
- How to Write a Business Plan.
- How SBA Can Help Financing.
- The Importance of Marketing.
- Finding the Right Employees.

The SBA encourages listeners to visit the online Small Business Training Network of free training courses, workshops, and resources at www.sba.gov/training for more in-depth information.

UPCOMING EVENTS

Thursday

September 7, 2006

November 2, 2006

8(a) Business Application Workshop

1:00pm to 3:00pm

Hispano Chamber of Commerce

1309 4th St. SW (Board Room)

Albuquerque, NM 87102

Workshop is free.

Telephone reservation (505) 248-8228

Thursday

October 5, 2006

December 7, 2006

8(a) Business Application Workshop

1:00pm to 3:00pm

SBA – Conference Room

625 Silver SW – Suite 320

Albuquerque, NM 87102

Workshop is free.

Telephone Reservation (505) 248-8228

Friday

September 15, 2006

October 20, 2006

November 17, 2006

SCORE

8:30am to 4:00pm

“Essentials for Starting a New Business”

SBA Conference Room Suite 320

625 Silver SW

Albuquerque NM 87102

A one day workshop for entrepreneurs and new business owners.

Learn business basics from outside professionals.

All are experts in a variety of business fields who will share their professional knowledge and experience.

Telephone Reservation: (505) 248-8228

Fee: \$49 – Payable at the door.

SBA

www.sba.gov

SCORE

www.score.org

New Web Site for Women

SBA has launched *MY BIZ for Women*, a new online tool designed to provide comprehensive business information and assistance to women entrepreneurs.

MY BIZ for Women is designed to be the first step for women business owners, providing one-stop access to information and resources for women entrepreneurs. The *MY BIZ for Women* web site can be found at <http://www.sba.gov/women>.

Preferred Lender Program (PLP) Enhanced

Following discussions with the lending industry, the SBA has concluded that authorizing lenders to make PLP loans in their nationwide operating areas will enhance small business access to capital. This will also make the handling of requests by SBA lenders for PLP status to be more timely and efficient.

Effective May 2, 2006, the geographic territory of each existing PLP lender was extended to be nationwide. SBA lenders seeking new PLP status also will receive the nationwide PLP operating authority.

SBA Faith Based & Community Initiatives Center

The SBA has created a Center for Faith-Based and Community Initiatives to help non-profit, grassroots organizations that focus a significant portion of their activities on aiding small businesses. The New Mexico District Office welcomes the opportunity to reach out to educate faith-based and community organizations about SBA programs and to ensure that these groups have equal access to these services. For details go to the website at www.sba.gov/fbci.

Do not let what you cannot do interfere with what you can do. ~ John Wooden

India Business Development Trade Mission

The US Department of Commerce International Trade Office, is hosting a high level Business Development Mission to India on November 29 through December 5, 2006. India is the world's fastest growing free market democracy and presents lucrative opportunities for all types of businesses. US Department of Commerce Commercial Service Agents will help business clients secure meetings with prescreened agents, distributors, government procurement contacts. In connection with the trip, an India Business Summit will be held in Mumbai on November 29 and 30, 2006. The cost for the Summit is \$500. Other missions are available to Bangalore, Chennai, New Delhi and other major cities. The cost for other missions is \$1,600. For more information please go to www.export.gov/indiamission for more information.

SBA to Centralize the 7(a) Loan Processing; 504 Loan Liquidations; and Disaster Loan Liquidations.

The SBA has announced plans to centralize 7(a) loan processing, 504 loan liquidations, and disaster loan liquidation activities.

Over the past several years, SBA has moved progressively to use computerization and centralization to increase loan program efficiency. This has helped enhance customer responsiveness and service. The intent is to free up District Office resources to provide outreach and guidance to a greater number of small businesses.

7(a) loan lenders approvals, other than those under delegated authorities such as PLP or SBA *Express*, will be centralized in the Sacramento, CA, and Hazard, KY, processing centers. The 504 loan liquidations will be centralized in the Fresno, CA, and Little Rock, AK, servicing centers. Disaster loan liquidations will be centralized in Santa Ana CA.

SBA Seeks Small Business Nominations for Year 2007



“Help us recognize outstanding leaders in the small business community.”

The U. S. Small Business Administration (SBA) is seeking nominations for “2007 National Small Business Week Awards.” Nominations are being accepted for the Small Business Person of the Year, Small Business Champions of the Year, Phoenix Awards (for disaster recovery), Federal Procurement Awards, and Special Category Awards. **The deadline for submitting the nominations to the NM SBA District Office is November 3, 2006. The nomination packet(s) should be submitted to the NM SBA District Office, 625 Silver Avenue, Suite 320, Albuquerque, NM 87102.**

In recognition of the small business community’s contributions to the nation’s economy and society, the President of the United States designates one week each year as National Small Business Week. SBA, in co-sponsorship with public- and private-sector small business supporters, will host special events to honor and present awards to the nation’s entrepreneurs and small business champions at the SBA-district, state, and national levels.

The 2007 nomination guidelines will be available online in the near future. Similar nomination guidelines and forms utilized for the 2006 nominations are available online at www.sba.gov/nominationsguideline.html. Additional information on the nomination process may be obtained by contacting Susan Chavez at the NM SBA District Office at 505/248-8236 or 505/248-8225.

Listed below are the Award Categories:

Must meet SBA size standards as a small business and be in business 3 or more years.

- **Small Business Person of the Year:** For developing an outstanding, growing business, innovative product(s), increasing jobs, increasing sales, overcoming adversity, and community contributions. Any individual who owns and operates or who bears principal responsibility for operating a small business may be nominated. The National Small Business of the Year is selected from the state winners.

- **Small Business Exporter of the Year:** Any individual who owns and operates a small business engaged in exporting may be nominated.
- **SBA Young Entrepreneur of the Year:** Owner will not reach 30th birthday by June 1, 2007, three-year evidence of success in sales and profits, increased jobs, innovative products, demonstrated potential.
- **Jeffrey Butland Family Owned Small Business of the Year:** Family owned and operated business which has been passed on from one generation to another.

Small Business Champions of the Year categories: Those who have fulfilled a commitment to the advancement of small business including volunteering time and services to small business interests and groups, championing the cause of small business in the legislative process. Champions may or may not be small business owners.\

- **Financial Services Champion of the Year:** Individuals who help small businesses increase the usefulness and availability of accounting or financial services.
- **Home-Based Business Champion of the Year:** Has experienced the rewards and difficulties of home-based businesses and has volunteered to improve the climate for these individuals.
- **Minority Small Business Champion of the Year:** Has fulfilled a commitment to support minority entrepreneurship.
- **Small Business Journalist of the Year:** Journalists/media who promote small business issues, increasing the public’s understanding of the importance of small business contributions to the economy.
- **Veteran Small Business Champion of the Year:** Has fulfilled a commitment to advancing the small business opportunities for veterans of the U.S. armed forces.
- **Women in Business Champion of the Year:** Has fulfilled a commitment to the advancement of women’s business ownership.



“You can’t expect to meet the challenges of today with yesterday’s tools and expect to be in business tomorrow.” Anonymous

7(a) LOANS THRU JUNE 28, 2006

#	Lender	\$ Volume
<i>(Activity for 10-1-2005 thru 6-28-2006)</i>		
38	FIRST COMMUNITY BANK	\$5,970,100
37	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$3,539,800
35	BANK OF AMERICA, NATIONAL ASSOCIATION	\$877,400
27	CAPITAL ONE, FEDERAL SAVINGS BANK	\$1,195,000
24	WESTERN COMMERCE BANK	\$3,683,950
20	BANK OF THE SOUTHWEST	\$2,152,600
19	COMPASS BANK	\$1,075,000
12	WESTERN BANK	\$2,976,700
11	STATE NATIONAL BANK	\$1,236,700
9	THE BANK OF BELEN	\$1,900,300
8	CIT SMALL BUSINESS LENDING CORPORATION	\$4,857,000
6	LEA COUNTY STATE BANK	\$1,034,200
5	FIRST NATIONAL BANK OF ARIZONA	\$5,193,400
4	BANK OF THE RIO GRANDE, NATIONAL ASSOCIATION	\$701,400
4	MOUNTAIN AMERICA FCU	\$105,000
2	CITIZENS BANK OF LAS CRUCES	\$163,100
2	FIRST NEW MEXICO BANK	\$2,160,000
2	INNOVATIVE BANK	\$25,000
2	UPS CAPITAL BUSINESS CREDIT	\$721,700
1	BANCO POPULAR NORTH AMERICA	\$579,000
1	BANK 1ST	\$471,000
1	BRANCH BANKING AND TRUST COMPANY	\$500,000
1	CALIFORNIA BANK & TRUST	\$100,000
1	CAPITAL CERTIFIED DEVELOPMENT CORPORATION	\$1,396,000
1	CHARTER BANK	\$50,000
1	COMMUNITY SOUTH BANK D.B.A COMMUNITY SOUTH	\$1,177,000
1	EXCEL NATIONAL BANK	\$695,000
1	FIRST FEDERAL BANK	\$78,500
1	FIRST NATIONAL BANK	\$35,000
1	FIRST SAVINGS BANK	\$494,000
1	FOUR CORNERS COMMUNITY BANK	\$126,000
1	LEHMAN BROTHERS BANK, FSB	\$397,500
1	NEW MEXICO BANK & TRUST	\$611,000
1	PEOPLES BANK	\$270,000
1	PIONEER BANK	\$399,900
1	PORTALES NATIONAL BANK	\$60,000
1	SMALL BUSINESS LOAN SOURCE, LLC	\$126,000
1	SOUTHWEST COMMUNITY BANK	\$1,640,000
1	THE BANK OF LAS VEGAS	\$260,000
1	THE CITIZENS BANK	\$322,000
1	THE FIRST NATIONAL BANK	\$882,381
1	UNITED MIDWEST SAVINGS BANK	\$768,000
1	VALLEY NATIONAL BANK	\$250,000
1	WESTERN BANK OF CLOVIS	\$1,433,250